

Connecting Wisconsin to the world

Wisconsin is part of a global economy. The ability to trade in foreign markets stimulates business growth and job creation in our state.

About 3,400 Wisconsin firms exported \$10.5 billion in products in 2001, up by 10% since 1996. Exports support 200,000 jobs in the computer, machinery, transportation equipment, plastic, paper and other industries.

The U.S. DOT estimates that international freight will more than double between 1998 and 2020. Expanded exports will increase exporters' reliance on local, state, national, and international transportation systems to deliver products in a timely and cost effective manner. Highways, railroads, airports and harbors in Wisconsin will play key roles in moving exports to worldwide markets.

Highways connect to international corridors

Highways and local roads are essential links to international trade, providing access to the state's airports, railroad yards and harbors.

In addition to the connections with other modes, in the year 2000 trucks carried \$7.4 billion of imported or exported freight directly between Wisconsin and Canada or Mexico.

Wisconsin's Corridors 2020 System is a 3,650 mile network

CNH Global President Paolo Monferino spoke of the importance of exports while announcing an \$11 million sale of farm equipment to a Russian province by the Racine based manufacturer.

"Before your eyes start to glaze over and think 'This doesn't have anything to do with me,' listen to this," he said. "We exported last year one-third of all the tractors, half of the combines and one-fourth of the construction equipment built in the U.S."

Those sales mean jobs for CNH workers, he said.

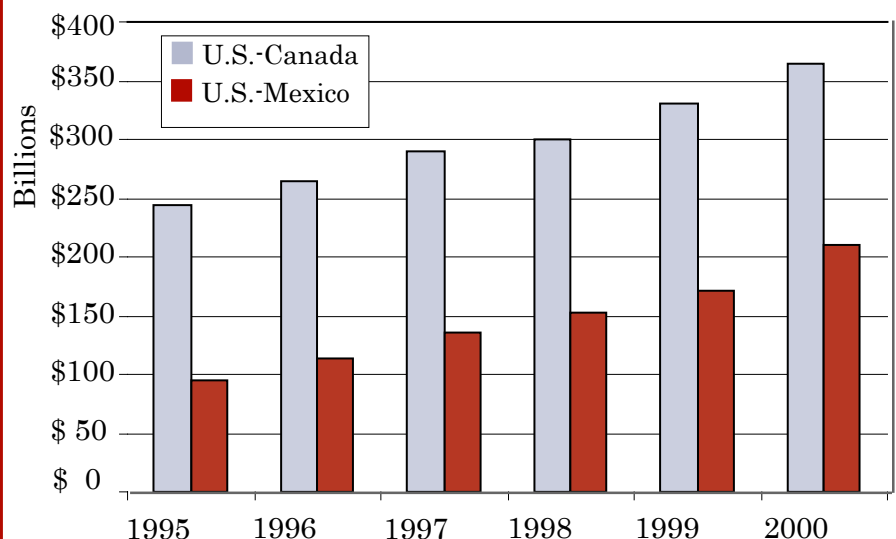
As reported in JOnline Milwaukee Journal Sentinel, April 10, 2002. jsonline.com/bym/news/apr02/34168.asp

of existing and planned four-lane highways. Corridors 2020 provides quick and efficient access from Wisconsin to the Interstate Highway System and other national routes leading to international markets and ports.

Wisconsin is in the crossroads of NAFTA

Canada is the top export destination for both Wisconsin and the nation. As a result, our state is well positioned on a key international trade route

U.S. trade with Canada and Mexico



Source: U.S. DOT, Bureau of Transportation Statistics



Railroads keep Wisconsin exports rolling

Served by four major Class I railroads, Wisconsin enjoys excellent access to the North American rail system. Along with several regional and short line carriers, railroads link Wisconsin to customers and suppliers in Canada and Mexico, and to major ports on the east, west and Gulf coasts.

Overall, railroads carry 103 million tons of freight to and from the state, including coal, ores, minerals, grain, and food and paper products. Just over nine million tons of rail freight is handled between Wisconsin and Canada.

Harbors serve as international hubs

Wisconsin's commercial cargo ports are directly linked to two international shipping lanes: the Great Lakes / St. Lawrence Seaway System and the Upper Mississippi River System. The ports handle more than 40 million tons of cargo annually, valued at over \$7 billion.

running from the ports and agricultural markets of western Canada, through Minnesota and on to Chicago.

In Wisconsin, this corridor includes Interstates 39, 90 and 94 and four railroad corridors.

Trade growth will highlight the importance of this corridor. Since passage of the North American Free Trade Agreement (NAFTA) in 1995, trade has increased steadily. The value of U.S. freight to and from Canada is up 50%, while the freight to and from Mexico has more than doubled.

Airports link Wisconsin to the world

Air services provide people and goods with direct access to world markets. Air cargo, commercial passenger service and general aviation facilities contribute to export trade in Wisconsin.

In 2000, Wisconsin airports handled over 110,000 tons of cargo and mail, some headed for export. Over 4.6 million people boarded commercial passenger flights. In all, airports account for \$2.1 billion of economic activity.

Wisconsin's top export destinations

(ranked by value, 2001)

Canada: \$3.8 billion, 36% of total
 Japan: \$733 million, 7%
 Mexico: \$670 million, 6%
 United Kingdom: \$448 million, 5%
 Germany: \$376 million, 4%
 France: \$366 million, 3%

Source: Wisconsin Department of Commerce

Wisconsin's top export commodities

(ranked by value, 2001)

Machinery: \$3.4 billion, 33% of total
 Tech/computers: \$1.5 billion, 15%
 Electrical machinery: \$904 million, 9%
 Transportation equip.: \$778 million, 7%
 Paper products: \$525 million, 5%
 Plastic products: \$428 million, 4%

Source: Wisconsin Department of Commerce

Wisconsin's corridors 2020 highways and commercial service airports



Wisconsin's railroads and commercial ports



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A new trade agreement with China means Jones Dairy Farm in Fort Atkinson could increase international sales by 12% to 15%.

“We don't compete on the same plane with Fortune 500 companies, but this will put us in a whole new league. This is sure to create new jobs and stimulate the economies of small towns across Wisconsin where small companies like ours are located.” - Phil Kafarakis, VP of Sales & Marketing, Jones Dairy Farm

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